

## Message Text

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PAGE 01 STATE 095791  
ORIGIN COME-00

INFO OCT-01 NEA-10 ISO-00 EB-08 /019 R

DRAFTED BY COM/BIC/OED/MEPD/TJASPER/CF  
APPROVED BY EB/OCA/CD:WERAU  
COM/BIC/OED/MEPD/SMCONGER DIR.  
COM/BIC/OIM/RKELLYINFO  
NEA/PAB:MAUSTRIAN (PHONE)  
NEA/RA/DMORRISON(INFO)

-----281742Z 031001 /45

O 281530Z APR 77  
FM SECSTATE WASHDC  
TO AMEMBASSY KABUL IMMEDIATE  
INFO AMEMBASSY TEHRAN IMMEDIATE

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E.O. 11652: N/A

TAGS: BENC, AF, IR

SUBJECT: KANDAHAR CEMENT

REF: KABUL 2789

1. FOLLOWING IS MESSAGE FROM FULLER COMPANY FOR  
DELIVERY TO MINISTRY OF MINES AND INDUSTRY MINISTER  
ASSIFI.

QUOTE:

FULLER COMPANY HAS REVIEWED THIS CONTRACT WITH JOINT  
VENTURE PARTNER FISCHBACH-OMAN (F.O.) AND WE GIVE BELOW  
RESPONSE OF F.O.: F-O PRICE OF THE CONTRACT IS 21,682,500  
DOLLARS U.S. PLUS 247,500,000 AFGHANIS. THEY HAVE TOLD  
US THAT IN THE EVENT THE DOWN PAYMENT IS NOT RECEIVED  
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PAGE 02 STATE 095791

BY THEM ON OR BEFORE APRIL 30, 1977 THEIR COMMITMENTS  
TO THEIR VENDORS WILL EXPIRE WHICH WOULD INCREASE  
THEIR COST AND THEIR CONTRACT VALUE BY 800,000 U.S.  
DOLLARS. ADDITIONALLY F-O WOULD REQUIRE 3/4 OF  
1 PERCENT OF THEIR PORTION CONTRACT VALUE PER MONTH TO  
COVER ESCALATION BEYOND MAY 1, 1977.

2. FULLER CO. HAS ALSO REVIEWED THIS CONTRACT WITH

THEIR VENDORS AND TOP MANAGEMENT AND WE GIVE BELOW  
FULLER'S REQUIREMENTS: FULLER COMPANY'S PORTION CONTRACT  
VALUE IS 24,317,500 U.S. DOLLARS. FULLER CO. WANTS TO  
PROCEED IMMEDIATELY WITH FIRST PHASE ENGINEERING AND  
WE REQUIRE 500,000 U.S. DOLLARS TO BE DEPOSITED IN  
FULLER'S ACCOUNT IN FIRST NATIONAL CITY BANK (FNCB)  
NEW YORK ON OR BEFORE MAY 15, 1977, FOLLOWED BY  
ADDITIONAL PAYMENT OF 1 MILLION U.S. DOLLARS DEPOSITED  
IN FULLER'S ACCOUNT IN FNCB NEW YORK ON OR BEFORE  
MAY 31, 1977, AND A THIRD PAYMENT OF 1 MILLION U.S.  
DOLLARS TO BE DEPOSITED IN FULLER'S ACCOUNT FNCB  
NEW YORK ON OR BEFORE JUNE 15, 1977, AND REMAINING  
PORTION DOWN PAYMENT OF 2,613,500 U.S. DOLLARS TO BE  
DEPOSITED IN FULLER'S ACCOUNT FNCB NEW YORK ON OR  
BEFORE JUNE 30, 1977 TOGETHER WITH LETTER OF CREDIT.

3. IF THIS PROGRESS PAYMENT IS ACCEPTABLE TO YOU THEN  
FULLER CAN DEFER THE COST ESCALATION ON FULLER PORTION  
BY MAKING FIRM COMMITMENTS TO VENDORS AND SUPPLIERS

AND ADVANCING THEM PROPORTIONATE MONEY. WARMEST REGARDS.  
CHRIS KAPOOR  
GENERAL SALES MANAGER  
FULLER COMPANY

END QUOTE

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PAGE 03 STATE 095791

DECLASSIFY UPON RECEIPT.  
VANCE

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NNN

## Message Attributes

**Automatic Decaptioning:** X  
**Capture Date:** 01-Jan-1994 12:00:00 am  
**Channel Indicators:** n/a  
**Current Classification:** UNCLASSIFIED  
**Concepts:** n/a  
**Control Number:** n/a  
**Copy:** SINGLE  
**Sent Date:** 28-Apr-1977 12:00:00 am  
**Decaption Date:** 01-Jan-1960 12:00:00 am  
**Decaption Note:**  
**Disposition Action:** RELEASED  
**Disposition Approved on Date:**  
**Disposition Case Number:** n/a  
**Disposition Comment:** 25 YEAR REVIEW  
**Disposition Date:** 22 May 2009  
**Disposition Event:**  
**Disposition History:** n/a  
**Disposition Reason:**  
**Disposition Remarks:**  
**Document Number:** 1977STATE095791  
**Document Source:** CORE  
**Document Unique ID:** 00  
**Drafter:** BIC/OED/MEPD/TJASPER/CF  
**Enclosure:** n/a  
**Executive Order:** N/A  
**Errors:** N/A  
**Expiration:**  
**Film Number:** D770148-1243  
**Format:** TEL  
**From:** STATE  
**Handling Restrictions:** n/a  
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**Legacy Key:** link1977/newtext/t1977048/aaaaagqm.tel  
**Line Count:** 99  
**Litigation Code IDs:**  
**Litigation Codes:**  
**Litigation History:**  
**Locator:** TEXT ON-LINE, ON MICROFILM  
**Message ID:** 2dddc9a8-c288-dd11-92da-001cc4696bcc  
**Office:** ORIGIN COME  
**Original Classification:** LIMITED OFFICIAL USE  
**Original Handling Restrictions:** n/a  
**Original Previous Classification:** n/a  
**Original Previous Handling Restrictions:** n/a  
**Page Count:** 2  
**Previous Channel Indicators:** n/a  
**Previous Classification:** LIMITED OFFICIAL USE  
**Previous Handling Restrictions:** n/a  
**Reference:** 77 KABUL 2789  
**Retention:** 0  
**Review Action:** RELEASED, APPROVED  
**Review Content Flags:**  
**Review Date:** 19-Nov-2004 12:00:00 am  
**Review Event:**  
**Review Exemptions:** n/a  
**Review Media Identifier:**  
**Review Release Date:** n/a  
**Review Release Event:** n/a  
**Review Transfer Date:**  
**Review Withdrawn Fields:** n/a  
**SAS ID:** 2875446  
**Secure:** OPEN  
**Status:** NATIVE  
**Subject:** KANDAHAR CEMENT  
**TAGS:** BENC, AF, IR  
**To:** KABUL  
**Type:** TE  
**vdkgvwkey:** odbc://SAS/SAS.dbo.SAS\_Docs/2dddc9a8-c288-dd11-92da-001cc4696bcc  
**Review Markings:**  
Margaret P. Grafeld  
Declassified/Released  
US Department of State  
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